

Message Text

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PAGE 01 STATE 028394

70

ORIGIN NEA-10

INFO OCT-01 ISO-00 COME-00 EB-07 AID-05 CIAE-00 FRB-03

INR-07 NSAE-00 USIA-06 TRSE-00 XMB-02 OPIC-03 SP-02

CIEP-01 LAB-04 SIL-01 OMB-01 L-03 DOTE-00 /056 R

DRAFTED BY NEA/INS:RBMORLEY:MMK

APPROVED BY NEA/INS:BWBROWN,JR.

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R 051812Z FEB 76

FM SECSTATE WASHDC

TO AMEMBASSY NEW DELHI

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E.O. 11652: N/A

TAGS: BEXP, IN

SUBJECT:PROPOSED SALE OF U.S. LOCOMOTIVE ENGINES TO INDIA

REF: NEW DELHI 1738

1. DEPARTMENT PASSED SUBSTANCE OF REFTEL TO LEGAC
FEBRUARY 5. HE EXPRESSED APPRECIATION FOR THOROUGH
EMBASSY REPORT AND WILL KEEP US INFORMED OF DEVELOPMENTS.

2. IN RESPONSE TO SUGGESTION CONTAINED PARA 4 REFTEL,
LEGAC WILL ARRANGE FOR EXTENSION OF ODC OFFER TO FEBRUARY
28. IRB WILL BE ADVISED DIRECTLY. LEGAC SAID HE WAS
AWARE OF AND SENSITIVE TO POINTS MADE IN PARAS 7 AND 8 OF
REFTEL AND WILL ACCEPT BERY'S SUGGESTIONS ON TACTICS, AT
LEAST FOR NEXT TWO OR THREE WEEKS.

3. COMMENT - DURING VARIOUS CONVERSATIONS OVER PAST TWO
WEEKS, LEGAC HAS STRESSED TO DEPTOFFS IMPORTANCE OF SALE
TO ODC. HE HAS IMPLIED ALCO EXPERIENCING FINANCIAL

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PAGE 02 STATE 028394

DIFFICULTIES AND HAS SUGGESTED LOSS OF THIS SALE WILL

PROBABLY RESULT IN LAYOFFS OF UP TO TWO HUNDRED PERSONNEL
AT ALCO'S MANUFACTURING FACILITY IN UPSTATE NEW YORK.
THIS MAY HELP EXPLAIN HIS CONCERN THAT NO STONE BE LEFT
UNTURNED IN SECURING SALE FOR ODC. KISSINGER

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